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ADA American Dental Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and Behavioral Research

1986

The 1986 Survey of Dental Practice

Patients of Dentists in Private Practice

February 1987

TABLE OF CONTENTS

PATIENTS OF DENTISTS IN PRIVATE PRACTICE
FOR THE YEAR 1985

	Page
HIGHLIGHTS	1
INTRODUCTION	2
INDEPENDENT DENTISTS	3
SOLO DENTISTS	6
INDEPENDENT DENTISTS GRADUATING SINCE 1980	9
METHODOLOGY AND DEFINITIONS	12
APPENDIX: THE 1986 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE	16

HIGHLIGHTS

Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.

General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for each of the populations of dentists surveyed. General practitioners received 65.2% of their patients from this age group, whereas specialists received 51.7%.

General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 16.6% of their patients were in this age group, compared to 9.9% for specialists.

Specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners; 47.9% and 38.1% respectively. The difference was greatest among independent dentists, where independent specialists saw 9.8% more patients at this income level than did independent general practitioners.

The majority of patients seen by general practitioners had family incomes ranging from $10,000 to $29,999.

Both general practitioners and specialists reported that over one-third of their patients were not covered by an insurance program; general practitioners reported 35%, specialists 37.7%.

An average of 40% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to slightly over 22% for general practitioners.

Among all independent dentists, only 7.8% reported having no patients who were members of a racial minority.

INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1985. Areas covered in this report include patient characteristics such as age, annual family income, insurance coverage, and racial background.

Please note that statistics are reported only for independent dentists (all independent dentists, solo dentists, and independent dentists graduating since 1980). Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data are merely descriptive regarding some access variables, including age, income level, racial background, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, the dentists' responses to economic barriers to care and whether or not the distribution of patients across dentists is related to how dentists respond.

In order to review the data in this report within a national context, the following statistics are provided. Slightly less than 12% of the population in 1985 were 65 years of age or older. The percent of all families in 1985 with income less than $10,000 was 17.3%, including 5% under $5,000 and 11.4% between $5,000 and $10,000. In 1985, an estimated 15.1% of the U.S. population were members of a racial minority group. In 1983, about 108.6 million persons were covered by private dental insurance, with 4.9 million receiving dental benefits through the Medicaid program.

Independent Dentists

Among all independent dentists, nearly two-thirds (63.2%) of their patients were between the ages of 15 and 64 years. This percentage is maintained for general practitioners (65.2%), but drops to 51.7% for specialists.

The majority (50.7%) of patients seen by all independent dentists had annual family incomes ranging from $10,000 to $29,999. Independent specialists as a group estimated that 45.1% of their patients had annual family incomes in this range.

Over half (59.3%) of patients seen by all independent dentists were covered by private insurance programs that pay or partially pay for dental care, while over one-third (35.4%) of all patients had no insurance coverage.

Of all independent dentists, 47.6% reported having no patients who were covered by a public assistance program. The percentage was slightly lower for general practitioners (47.5%) and slightly higher for specialists (47.9%).

Slightly over 26.7% of all independent dentists reported having no patients with family incomes under $10,000. The percentage drops by 4.1 percentage points to 22.2% for general practitioners but rises by 13.4 percentage points for specialists (40.1%).

INDEPENDENT DENTISTS
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.17	1435	38.44	498	21.24	1933
15 TO 64 YEARS OF AGE	65.22	1435	51.67	498	63.16	1933
65 YEARS OF AGE OR OLDER	16.61	1435	9.89	498	15.59	1933
FAMILY INCOME UNDER $10,000	10.22	1344	7.06	451	9.76	1795
FAMILY INCOME $10,000 TO $29,999	51.72	1344	45.07	451	50.74	1795
FAMILY INCOME $30,000 OR MORE	38.06	1344	47.87	451	39.50	1795
COVERED BY PRIVATE INSURANCE PROGRAM	59.74	1388	56.68	470	59.29	1858
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.28	1388	5.61	470	5.33	1858
NOT COVERED BY AN INSURANCE PROGRAM	34.98	1388	37.71	470	35.38	1858
WERE MEMBERS OF A RACIAL MINORITY	14.60	1310	14.96	441	14.65	1751

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	3.1	44	8.2	41	4.4	85
15 TO 64 YEARS OF AGE	0.1	1	0.4	2	0.1	2
65 YEARS OF AGE OR OLDER	1.3	18	45.4	226	12.6	244
FAMILY INCOME UNDER $10,000	22.2	299	40.1	181	26.7	480
FAMILY INCOME $10,000 TO $29,999	1.5	20	3.1	14	1.9	34
FAMILY INCOME $30,000 OR MORE	1.9	26	2.2	10	2.0	36
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	1	0.2	1	0.1	2
COVERED BY PUBLIC ASSISTANCE PROGRAM	47.5	659	47.9	225	47.6	884
NOT COVERED BY AN INSURANCE PROGRAM	0.8	11	0.9	4	0.8	15
WERE MEMBERS OF A RACIAL MINORITY	8.7	114	5.2	23	7.8	137

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Solo Dentists

Slightly over 84% of the patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than do general practitioners, 54.3% of all solo specialists reported having no patients aged 65 or older. In comparison, the percentage for general practitioners was 1.6%.

The majority of patients seen by all solo dentists had annual family incomes ranging from $10,000 to $29,999. Specialists estimated that 46.1% of their patients were in this income category, whereas general practitioners estimated 52.2%.

Solo dentists reported that an average of 13.5% of their patients were members of a racial minority. General practitioners reported the same percentage (13.5%) and for specialists the figure was slightly higher (14.1%).

Over half (58.2%) of the patients seen by all solo dentists were covered by a private insurance program that provides full or partial payment for dental care. Over one-third (36.7%) of the patients seen by all solo dentists had no insurance coverage.

About 48% percent of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 47.5%, and among specialists, 51.2%.

SOLO DENTISTS
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.98	1050	43.29	326	21.47	1376
15 TO 64 YEARS OF AGE	65.42	1050	48.20	326	63.04	1376
65 YEARS OF AGE OR OLDER	16.61	1050	8.51	326	15.49	1376
FAMILY INCOME UNDER $10,000	10.02	972	6.59	293	9.56	1265
FAMILY INCOME $10,000 TO $29,999	52.25	972	46.06	293	51.42	1265
FAMILY INCOME $30,000 OR MORE	37.73	972	47.34	293	39.02	1265
COVERED BY PRIVATE INSURANCE PROGRAM	58.59	1011	55.68	301	58.20	1312
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.02	1011	5.69	301	5.11	1312
NOT COVERED BY AN INSURANCE PROGRAM	36.39	1011	38.62	301	36.69	1312
WERE MEMBERS OF A RACIAL MINORITY	13.47	954	14.06	287	13.55	1241

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	3.4	36	7.1	23	4.3	59
15 TO 64 YEARS OF AGE	0.0	0	0.6	2	0.1	2
65 YEARS OF AGE OR OLDER	1.6	17	54.3	177	14.1	194
FAMILY INCOME UNDER $10,000	23.8	231	44.0	129	28.5	360
FAMILY INCOME $10,000 TO $29,999	1.9	18	4.1	12	2.4	30
FAMILY INCOME $30,000 OR MORE	2.3	22	3.4	10	2.5	32
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	90	0.3	1	0.2	2
COVERED BY PUBLIC ASSISTANCE PROGRAM	47.5	480	51.2	154	48.3	634
NOT COVERED BY AN INSURANCE PROGRAM	0.5	5	1.0	3	0.6	8
WERE MEMBERS OF A RACIAL MINORITY	10.3	98	5.2	15	9.1	113

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Independent Dentists Graduating Since 1980

Nearly two-thirds (65.3%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Unlike solo dentists and all independent dentists, specialists graduating since 1980 saw a lower percentage of younger patients than did general practitioners. For specialists, 7.5% of patients were of age 14 or younger whereas the percentage for general practitioners was 18.8%.

The majority (53.5%) of patients seen by all independent dentists graduating since 1980 had estimated annual family incomes from $10,000 to $29,999. About 14.1% estimated their patients to have annual family incomes under $10,000, and 32.5% estimated annual family incomes in excess of $30,000.

Over half (58.8%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, about one-third (33.5%) of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	18.79	142	7.50	2	18.71	144
15 TO 64 YEARS OF AGE	65.18	142	77.50	2	65.27	144
65 YEARS OF AGE OR OLDER	16.04	142	15.00	2	16.03	144
FAMILY INCOME UNDER $10,000	14.15	140	5.00	2	14.08	142
FAMILY INCOME $10,000 TO $29,999	53.76	140	12.50	2	53.46	142
FAMILY INCOME $30,000 OR MORE	32.09	140	82.50	2	32.45	142
COVERED BY PRIVATE INSURANCE PROGRAM	58.93	140	40.00	2	58.79	142
COVERED BY PUBLIC ASSISTANCE PROGRAM	7.72	140	10.00	2	7.74	142
NOT COVERED BY AN INSURANCE PROGRAM	33.35	140	50.00	2	33.47	142
WERE MEMBERS OF A RACIAL MINORITY	17.61	133	5.00	2	17.51	135

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
14 YEARS OF AGE OR YOUNGER	1.4	2	0.0	0	1.4	2
15 TO 64 YEARS OF AGE	0.7	1	0.0	0	0.0	0
65 YEARS OF AGE OR OLDER	2.8	4	0.0	0	2.8	4
FAMILY INCOME UNDER $10,000	10.0	14	50.0	1	10.6	15
FAMILY INCOME $10,000 TO $29,999	0.0	0	0.0	0	0.0	0
FAMILY INCOME $30,000 OR MORE	2.1	3	0.0	0	2.1	3
COVERED BY PRIVATE INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
COVERED BY PUBLIC ASSISTANCE PROGRAM	37.9	53	50.0	1	38.0	54
NOT COVERED BY AN INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
WERE MEMBERS OF A RACIAL MINORITY	4.5	6	50.0	1	5.2	7

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Methodology and Definitions

INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? ..... 19 ____ 19 ____

	Primary Practice	Secondary Practice

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

	Primary Practice	Secondary Practice

6. What was the zip code of your practice(s) during 1985? ..... ____ ____
zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

The average number of:	Primary Practice	Secondary Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____	_____ **appointments per week**
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)	_____	_____ **visits per week**
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)	_____	_____ **visits per week**
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____	_____ **visits per week**

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____	_____ **weeks**
b. Total number of **HOURS PER WEEK** spent in the practice	_____	_____ **hours per week**
c. Number of hours per week spent **TREATING PATIENTS** in the practice	_____	_____ **hours per week**

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	$ _____ 00
b. Your secondary practice (if applicable)	$ _____ 00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)	$ _____ 00

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	_____

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Employee Positions: full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary-receptionist(s)*	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper, business personnel	_____	_____
f. Other, please specify _____	_____	_____

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of	Dental Hygienist(s)
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	_____ **appointments per week**
b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	_____ **visits per week**

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

a. Salary only 1
b. Commission only 2
c. Salary plus commission 3
d. Other, please specify _____

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

a. employee 1
b. independent contractor 2
c. Other, please specify _____

5. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

	Not applicable (Please check boxes)	1985 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1985	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
DENTAL HYGIENIST (S):								
Position #1	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #2	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

16. Approximately what percentage of the patients who visited the primary practice

	Entire Practice Patient Characteristics
a. were	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ %
	TOTAL 100 %
b. were members of families whose annual income is estimated to be	
under $10,000	_____ %
$10,000 to 29,999	_____ %
$30,000 or more	_____ %
	TOTAL 100 %
c. were	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ %
	TOTAL 100 %
d. were members of a racial minority	_____ %

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ appointments per week
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____ visits per week

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 (**annual billing**)? $ _____ .00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ %
	TOTAL 100 %

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes	1
No	2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____ .00
b. Yearly mortgage (including interest)	$ _____ .00
c. Total salaries, wages and commissions of non-dentists employees	$ _____ .00
d. Commercial dental laboratory charges	$ _____ .00
e. Dental supplies	$ _____ .00
f. Advertising expenses	$ _____ .00
g. Bad debts	$ _____ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ _____ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.